

Message Text

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PAGE 01 STATE 047120

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INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/SAD/JBRENNAN/EMB

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EUR/EE/RCHRISTENSEN

EB/EWT/JBEMIS

----- 002944

R 032100Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

AMEMBASSY PRAGUE

AMEMBASSY WARSAW

INFO AMEMBASSY VIENNA

UNCLAS STATE 047120

E.O. 11652: NA

TAGS: BEXP, RO, CZ, PL

SUBJECT: MINING EQUIPMENT, TECHNOLOGY AND SERVICES

--- TRADE MISSION

REF: STATE 019028; WARSAW 7589; BUCHAREST 0386;

--- PRAGUE 0332

1. FOLLOWING 11 FIRMS AND DESIGNATED OFFICIALS COMPRIZE

REFERENCED MISSION:

--- A. ALLIS-CHALMERS, DR. ARTHUR A. WASSERMAN, DIR.

EAST EUROPEAN OPERATIONS ACCCOMPANIED BY JULIEN J. VITTOZ,
MANAGER FOR EUROPE, NORTH AFRICA AND THE NEAR EAST,
INTERNATIONAL SALES OFFICE, PARIS. PRODUCTS: MINE
PROCESSING GENERATION AND PELLETIZING EQUIPMENT.

--- B. CLARK EQUIPMENT CO., CONRAD EGELSEER, OR VICTOR

UNCLASSIFIED

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PAGE 02 STATE 047120

BRUSSOVANSKY, WEISBADEN OFFICE. PRODUCTS: EARTH MOVING

AND CONSTRUCTION EQUIPMENT.

--- CHICAGO PNEUMATIC TOOL COMPANY, DR. R.M. TYCHANOWICZ,
DIRECTOR EASTERN TRADE. PRODUCTS: PNEUMATIC, HYDRAULIC
AND ELECTRIC TOOLS. ETA WARSAW MARCH 12.

--- D. SII DRILCO INDUSTRIAL, DIV. OF SMITH INTERNATIONAL,
NED RODGERS, MARKETING MANAGER, ACCOMMPANIED BY EUROPEAN
SALES REPRESENTATIVE ROLF HEFLO OF OSLO, NORWAY.
PRODUCTS: DRILLING TOOLS AND ACCESSORIES FOR THE
EXPLORATION, MINING, WATER WELL AND CONSTRUCTION
INDUSTRIES.

--- E. EIMCO MINING MACHINERY, ENVIROTECH CORPORATION,
RICHARD WENBERG, V.P. SALES AND MARKETING. PRODUCTS:
LOAD HAUL DUMP VEHICLES, ROCKERSHOVELS, SHORTCRETE
EQUIPMENT, UNDERGROUND LOW HEADREAM RACK CRUSHERS.
WENBERG PLANS ARRIVE WARSAW APRIL 12, NEEDS RESERVATION.

--- F. HARNISCHFEGER INTERNATIONAL, WILLIAM J. CHERONES,
DIR. INTERNATIONAL SALES. PRODUCTS: ELECTRIC MINING
SHOVELS, TRUCK CRANES, CRAWLER CRANES, HYDRAULIC CRANES
AND HOES. CHERONES PLANS ARRIVE WARSAW APRIL 11 FROM
MOSCOW. NEEDS HOTEL RESERVATIONS 11 AND 12 IN ADDITION
TO REGULAR TM DATES.

--- G. INGERSOLL-RAND, INTERNATIONAL, GREGOR TERJESSEN,
MANAGING DIRECTOR VIENNA OFFICE. PRODUCTS: DRILLING
EQUIPMENT, PUMPS, COMPRESSED AIR EQUIPMENT, PNEUMATIC
TOOLS.

--- H. LONGYEAR COMPANY, ROGER VAN STEENBERGE, AREA
MANAGER, EASTERN EUROPE. PRODUCTS: DIAMOND CORE DRILLING
EQUIPMENT AND ACCESSORIES, ROCK BITS, CONCRETE DIAMOND
DRILLING AND SAWING EQUIPMENT.

--- I. N. L. INDUSTRIES, INC., BROWER DELLINGER, CON-
SULTANT MINERAL RESOURCES, ACCOMPANIED BY HARRY L. SCHARON,
DIRECTOR OF EXPLORATION. PRODUCTS: EXPLORATION CON-
SULTING SERVICES FOR DEVELOPMENT AND MINING IN
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PAGE 03 STATE 047120

COLLABORATION WITH DOMESTIC PRODUCERS OF ILMENITE, ZIRCON,
RUTILE, BARITE, BAUXITE, LEAD, ZINC AND SILVER. ADDI-
TIONALLY, GRAVITY CONCENTRATING EQUIPMENT AND HIGH TENSION
AND ELECTROSTATIC SEPARATORS.

--- J. REXNORD CO., NORDBERG MACHINERY GROUP, CHARLES
C. PINGRY, V.P. MARKETING. PRODUCTS: CONE CRUSHERS,
GRINDING MILLS, VIBRATING SCREENS, MINE HOISTS.

--- K. UNITRIG AND EQUIPMENT CO., JESSE L. VINT, PRESIDENT. PRODUCTS: DRILLING RIGS AND EQUIPMENT.

2. CATALOGUES BEING AIRPOUCHED AS RECEIVED.

3. SINGLE PAGE PRODUCT AND COMPANY DESCRIPTION FOR EACH PARTICIPANT TOGETHER WITH BIOS MISSION MEMBERS BEING PREPARED. SINCE RELATIVELY LIMITED MAILING LIST ENVISAGED EACH POST, WOULD LIKE ALL POSTS COMMENTS SOONEST TO POSSIBILITY USDOC MAILING DATA TO EACH POST FOR TRANSLATION AND EMBASSY REPRODUCTION, RATHER THAN HAVING PRINTING DONE U.S. OR VIENNA. MAILINGS TO APPROPRIATE OFFICIALS AND/OR PROSPECTIVE CUSTOMERS EACH COUNTRY WOULD BE ON EMBASSY LETTERHEADS, SIGNED BY COMMERCIAL ATTACHES, IN COMMERCE SUPPLIED KIT COVERS. POSTS COULD BE REIMBURSED FOR COSTS INVOLVED.

4. ADVANCE OFFICER JAMES ELLIS, BEWT, PLANS ARRIVE BUCHAREST MARCH 25 REMAINING UNTIL MARCH 30, THEN TO VIENNA UNTIL APRIL 1; PRAGUE APRIL 1 UNTIL APRIL 6; WARSAW APRIL 6, REMAINING TO DO ADVANCE WORK AND MEET MISSION MEMBERS ARRIVING APRIL 12 AND 13. BART SMIT (DUTCH NATIONAL) ADVANCE MAN FOR ILLINOIS STATE IOGA WILL JOIN ELLIS BUCHAREST MARCH 26. ELLIS WILL ACCOMPANY AND ASSIST HIM ON ADVANCE TOUR, EXCEPT SMIT WILL REMAIN VIENNA EVENING APRIL 1 AND REJOIN ELLIS FOLLOWING DAY. SMIT PLANS DEPART WARSAW APRIL 9. POST REQUESTED ARRANGE APPOINTMENTS WITH APPROPRIATE OFFICIALS CHAMBERS OF COMMERCE, MINISTRIES, TRADING ORGANIZATION, LICENSING DEPARTMENTS, TECHNICAL INSTITUTES, INDUSTRIAL TRUSTS AND OTHERS. POSTS ARE ALSO REQUESTED RESERVE TWO MODERATE SINGLES WITH BATH FOR DATES SPECIFIED BOTH ADVANCE UNCLASSIFIED

UNCLASSIFIED

PAGE 04 STATE 047120

OFFICERS. RESERVATIONS ALSO REQUIRED FOR MISSION MEMBERS AND LEADER. TOTAL OF 15 ROOMS REQUIRED FOR MISSION ONE OF WHICH SHOULD BE SUITE FOR MISSION LEADER ELLIS. PLEASE CONFIRM ALL RESERVATIONS, GIVING NAMES HOTELS. KISSINGER

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